



Breaking new ground in rough terrain cranes



The GR-1600XL

Tadano has launched the largest rough terrain crane currently on the market.

The new RT, Tadano's first with three axles, has a maximum safe working load of 145 tonnes (160 US tons). It is called the **GR-1600XL** in North and South America and the **GR-1450EX** in all other markets.

It has been developed to meet demand from the energy sector in North America and the Middle East as well as mining companies in Australia. These jobsites need manoeuvrable cranes that can lift ever bigger loads smoothly and quickly.

Tadano's previous biggest RT is the GR-1000XL-2, rated at 100 US ton class.

The GR-1600XL has a newly-designed six-section rounded boom that extends to 61m (200ft) with a single telescoping cylinder. This offers a maximum 61.3m (201ft) lifting height and 56.0m (185ft) load radius.

A two-stage bi-fold lattice hydraulic tilt-type jib extends the boom to 78.3m (257ft) and load radius to 64.9m (220ft).

The new crane is not just about power and reach, however. It has also been designed to be user-friendly, durable, safe and eco-friendly – with lifetime operating costs reduced to a minimum.

The new three-axle carrier has improved manoeuvrability to navigate confined job sites with 6x4x6 drive, plus four steering modes and a turning radius of 9.9m (32ft 6in), with six-wheel steer. For ease of transport, the self-removable counter-



The new 145-tonne RT has state-of-the-art controls and a six-section 61m (200ft) main boom

weight and outriggers require no assist crane.

The Tadano automatic moment limiter (AML-C) displays key operating parameters and allows the operator to pre-set a custom working environment, specifying load radius, boom angle, tip height, and swing range, enabling safe and seamless lifting operations.

To maximise lifting capacity when operating in confined areas, the AML-C detects and allows for asymmetrical, multi-position outrigger settings.

The Hello-Net telematics product support system comes as standard, offering remote monitoring of operations.

The GR-1600XL also has Tadano's state-of-the-art fuel monitoring system, with Eco-mode to minimise fuel consumption when the crane is in use the positive control auto-idle system for when it is on standby. Power comes from a 200kW Mitsubishi 6M60 diesel engine.



	GR-1600XL (North & South America)	GR-1450EX (all other markets)
Max lifting capacity	160 US t x 8 ft	145 t x 2.5 m
Max lift height (boom)	201.1 ft	61.3 m
Max lift height (boom + jib)	256.9 ft	78.3 m
Max working radius (boom)	185 ft	56.0 m
Max radius (boom + jib)	220 ft	64.9 m
Boom length	42.8 - 200.0 ft	13.1 - 61.0 m
Jib length	33.8 / 59.1 ft	10.3 / 18.0 m
Max counterweight	64,600 lb	29.3 t



A toast to future success

Truck loader crane production up and running at new Thailand plant

Tadano's new truck loader crane plant in Thailand has now begun production.

It is Tadano's first plant for loader cranes outside of Japan. It is located on an industrial park in Rayong, approximately 150km from Bangkok in south-eastern Thailand. There is capacity to produce 1,000 units a year in the near future, with plenty of space for expansion to double this output in the years ahead.

The building itself is 6,400 m²; the whole facility covers a plot of 29,000 m².

Tadano Thailand has begun by producing five- and eight-tonne class loader cranes. These will be exported across southeast Asia, the Middle East, Africa and other countries.

Development of the new plant is part of Tadano's corporate strategy to increase its international sales. The target is to grow the domestic sales/exports ratio from 50:50 to 20:80.

Tadano Thailand Co. Ltd. was established as a subsidiary of Tadano Ltd last year. Construction of its facilities was completed earlier this year and full production of cranes started on 3 June 2013.

A special opening ceremony was held for the new plant, at which 350 business partners were welcomed as guests by representative director, president and CEO Mr Koichi Tadano.

The new plant in Rayong, south-eastern Thailand



Mr Koichi Tadano



First loader crane produced at the new plant

Targeting growth markets through Russian and South American trade shows

Moscow CTT

Tadano cranes were on display at the CTT exhibition in Moscow, Russia in June – on two different booths.

In the outside area, Tadano mobile crane distributor Techstroycontract showed an ATF 110G-5 all terrain crane and a GR-600EX rough terrain crane.

Inside the halls, loader crane distributor Chaika had on its stand a TM-ZR824(S) mounted on a Hino-500 (Ranger) carrier and a TM-ZE364HS mounted on an Isuzu NQR90 (Elf) truck.

Both companies had their Tadano cranes alongside other equipment that they represent. Techstroycontract also had earthmoving and road construction machinery; Chaika had aerial work platforms and knuckle-boom cranes.

They were among more than 1,000 exhibitors at CTT from approximately 30 countries.



Tadano cranes could be found both inside and out at Moscow's CTT fair



Altogether there were 40 different types of Russian-made cranes – mostly the 25-30 tonne truck cranes that are popular in Russia – and a further 20 international ones, which were mostly larger-sized machines.

São Paulo Expo

Brazil's Construction Expo 2013 exhibition proved a great opportunity for Tadano Brasil to cement customer relations and showcase products.

The exhibition was held 5-8 June 2013 in São Paulo and drew 21,800 visitors. The audience was mostly senior construction industry decision-makers and engineers. Of the 332 exhibitors, 259 were Brazilian and 73 multinational, coming from 17 countries around the world.

Tadano Brasil showed three machines: an ATF 220G-5 all terrain crane next to GR-550XL and GR-1000XL rough terrain cranes.

On the second day of the fair, Tadano Brasil held a well-attended seminar to present further details of new products. Mr Thomas Schramm,



Tadano's Brazilian team



Tadano Faun general manager, sales & marketing, made a presentation about the ATF 400G-6 specification, features and advantages. Mr Miguel Hiroto Tadano from Tadano Brasil explained the benefits of the new GR and GTC models.

– Report by Fabio Ricardo Vinhas & Miguel Hiroto Tadano

Chile Antofagasta

Tadano dealer Fassi Chile was among the 1,120 exhibitors at the mining industry trade fair Exponor in Antofagasta, Chile in June.

A GR-750XL crane was exhibited and personnel from Tadano companies in Japan, the USA and Germany joined the exhibition to support Fassi Chile and to talk to the many customers that visited the booth.

Exponor, held every two years, is located close to the operating sites of several global mining companies. This year's event attracted 35,000 trade visitors, according to the Antofagasta Industrial Association, which organises it.



GR-750XL in Chile



Tadano all terrain is Capital choice

Ohio rental company adds ATF 130G-5



Capital City Group, a US lifting and rigging specialist based in Columbus, Ohio, took delivery of a new ATF 130G-5 all-terrain crane in May.

This is the second Tadano all-terrain crane for the company, which has had a Tadano ATF 220G-5 in its fleet since May 2012.

Capital City is using the new crane in its taxi fleet for bridge construction and repair work, for industrial applications and for setting and removing heating, ventilation and air conditioning units on top of buildings.

Mr Brian Gibson, president of Capital City Group, says that he chose the Tadano crane because, with support from Tadano America Corp., it is easy to look

after. "Other products on the market require you to have a dealer technician onsite to make minor repairs. Tadano cranes are very reliable and easy to troubleshoot if you do have a problem," he says.

Capital City Group, which this year is celebrating its 20th anniversary, runs a rental fleet of more than 60 cranes, operating across Ohio, Indiana, Illinois, Kentucky, Michigan, New York, Pennsylvania, Tennessee, and West Virginia.



The ATF 130G-5 is rated in the USA at 160 US ton capacity



"...Right on the money"

German cranes and access rental specialist Hochmuth GmbH & Co. KG has declared itself fully satisfied with its decision to purchase its first Tadano crane.

The Augsburg-based company operates a small fleet of just eight cranes as part of its business. Until now, it had never bought a Tadano. However, managing director Stefan Drischberger was familiar with "the excellent reputation that Tadano has for the quality and reliability of its cranes".

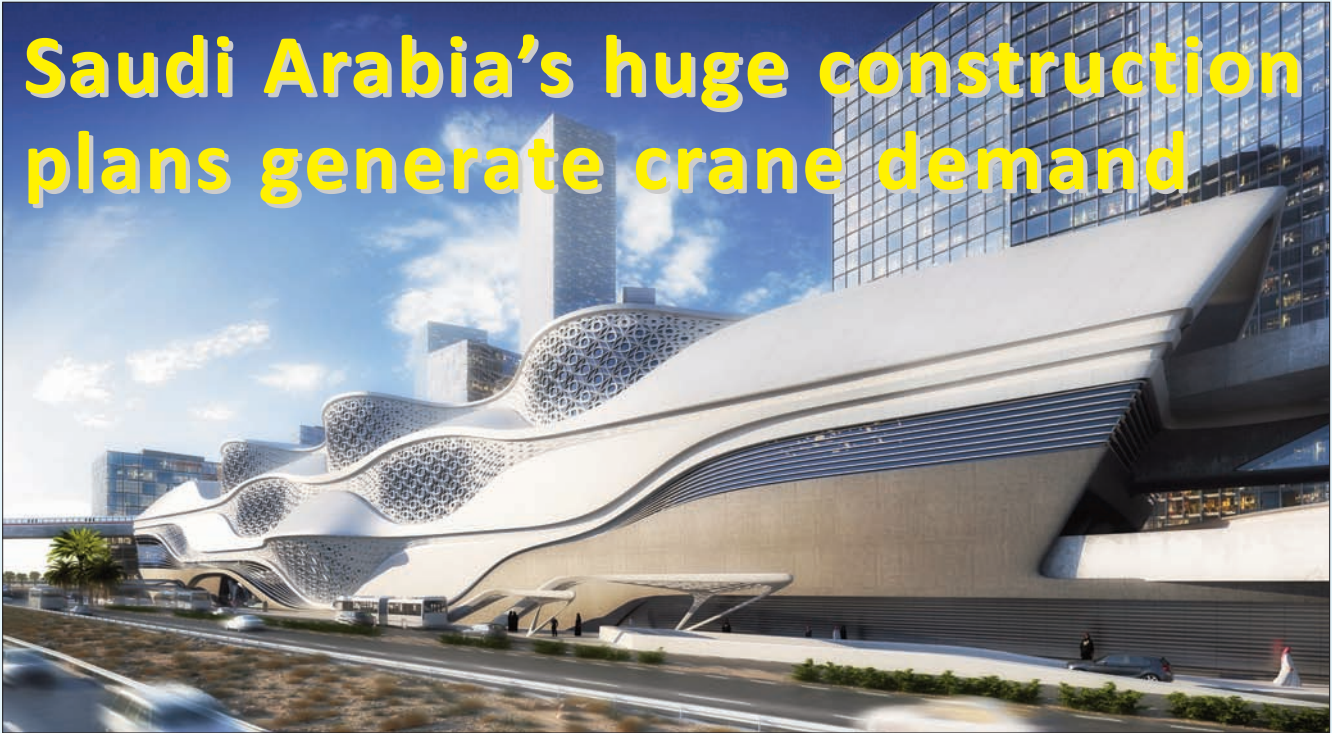
Therefore the decision to add an ATF 90G-4 to his fleet appeared to be a low-risk proposition.

Three months later and the crane has been in constant use, with no downtime and no problems. His decision to buy Tadano was "right on the money," Mr Drischberger says.

Apart from the high level of reliability, the fact that the crane can carry 6.5 tonnes of counterweight within the legal road limit of 12 tonnes-per-axle also makes the ATF 90G-4 a very attractive hire fleet workhorse.

Hochmuth's new ATF 90G-4, seen here delivering a scissor lift platform, has proved to be 100% reliable

Saudi Arabia's huge construction plans generate crane demand



Above: The ArRiyadh Development Authority has selected some striking architectural designs for the stations of the planned Riyadh metro project. This is Zaha Hadid Architects' winning design for the King Abdullah Financial District station – just one of the 85 stations on the \$22bn project

Right: YANPET's Faisal Al-Ahmadi, Tadano's Koji Kakudo and Abahsain branch manager Muhammad Sami cut the cake

Below: All the hard work at YANPET is rewarded

It is well known that the economy of Saudi Arabia is closely dependent on oil production. However, in recent years the government has sought to broaden the kingdom's economic base, investing in telecommunications, petrochemicals, natural gas exploitation and power generation.

As a result, the non-oil sector is growing on the back of oil revenues. In particular, there are some spectacular mega construction projects and the boom in construction looks set to continue.

One recent analysis forecast Saudi Arabia's construction market to grow at a rate of more than 32% a year for the next three years.

Upcoming projects include the new 444km Haramain high-speed railway line linking the holy cities of Mecca and Medina as well as the \$800m (US dollars) expansion of Riyadh airport.

Biggest of all, construction begins next year on the \$22bn Riyadh metro system. This 176km network will have six lines and 85 stations.

With the strength of the US dollar, a considerable increase in imports is also expected.

As a consequence of this economic health and construction growth, the Kingdom of Saudi Arabia is one of the world's biggest markets for mobile cranes. This year, Tadano expects to deliver more than 150 units there, including rough terrain, all terrain and truck cranes.

Recent deliveries include an ATF 220G-5 to a Saudi Arabian customer.

Another result of the growing demand for cranes in Saudi Arabia is a growing spirit of co-operation between the Tadano Middle East Representative Office, its distributor Saleh & Abdulaziz Abahsain Co. Ltd.,

and their customer base.

Earlier this year, for example, Tadano Middle East and Abahsain Co. conducted a dedicated 'machine repair and overhaul mission' at the Saudi Yanbu Petrochemical Company (YANPET) in Yanbu, which is 340km north of Jeddah on the Red Sea coast.

YANPET is a joint venture subsidiary of Saudi Arabian industrial giant Saudi Basic Industries



Corporation (SABIC). It is a prominent Tadano customer with a fleet of ATF 90G-4, ATF 160G-5, TG-3600M, TR-400EX and the other Tadano cranes.

YANPET engineers speak highly of the professional support that they constantly receive have from Abahsain and Tadano Middle East. YANPET service department marked the completion of the latest crane repair programme with some celebrations to show their appreciation.

YANPET Maintenance Department mobile equipment shop superintendent, Engineer Faisal M. Al-Ahmadi, invited Mr Muhammad Sami, Abahsain's Yanbu branch manager, and Tadano Middle East senior service manager Mr Koji Kakudo to join him in cutting a specially-decorated crane-themed cake. Service staff of YANPET and Abahsain attended the function.



Distributor focus

Our partners around the globe

Knutsen Maskin: Norway



Managing director Thor Nordahl (front) and colleague Per Olav Ulstad

Knutsen Maskin was established by Mr Knutsen in 1947 to sell and service cranes and it has been part of the Tadano network since 1972.

Over the years there was a gradual transfer of ownership to new managers. Since the 1990s the owners have been Mr Viggo Lund, Mr Thor Nordahl and Mr Per Olav Ulstad. Mr Nordahl took over from Mr Lund as managing director six years ago.

In 2006 the company moved to a modern new facility in Jessheim, 40km north of Oslo, close to Gardermoen airport.

The Tadano mobile crane franchise accounts for roughly 80% of group business, but Knutsen Maskin is also a dealer for other types of equipment, including Unic mini cranes, Stahl overhead cranes, Snorkel powered access platforms and Atlas wheeled loaders.

When it comes to mobile cranes, customers mostly want new cranes, but one-in-four sales is likely to be a used machine, says Mr Nordahl.

Through Knutsen Maskin, Tadano has gained a good track record in Norway and business looks to be picking up quite well after the global downturn, he says.

The Knutsen Maskin group is also the Tadano dealer for Sweden and Denmark as well as Norway, having acquired



Løff Kranservice took delivery of this ATF 220G-5 this year

Fairs & Events

Where to meet Tadano around the world

- ◆ **BICES**
15-18 October Beijing, China
www.e-bices.org
See us at booth E351, where we will display a GT-1000E
- ◆ **World Crane & Transport Summit**
29-30 October Amsterdam, Netherlands
www.khl-group.com/events/wcts
- ◆ **Excon**
20-24 November Bangalore, India
www.excon.in
ATF 220G-5 and GR-800EX will be displayed
- ◆ **Conexpo USA**
4-8 March 2014 Las Vegas, NV, USA
www.conexpoconagg.com
- ◆ **CTT**
3-7 June 2014 Moscow, Russia
www.ctt-moscow.com

Swedish company Arnab Kran & Lift in 2005.

Mr Nordahl says that Tadano is now making good progress in Sweden too, with Arnab making deliveries this year of ATF 130G-5 all terrain cranes to Translast, KronobergsKran and Aros Mobilkranar and ATF 220G-5 units to Havator and Kurt Anderssons Grävmaskiner, as well as an ATF 70G-4 to NH Løft in Denmark.

With Scandinavia experiencing hard winters, especially in the north, cranes must be prepared for the extreme cold. There are also special road regulations, Mr Nordahl says, which means that Knutsen Maskin often has to mount extra tag axles and dollies.

Mr Nordahl says that he is feeling good about current business prospects in Scandinavia and, in happy partnership with Tadano, things are looking up for Knutsen Maskin.

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